NORTH AMERICAN DRÄGER

PRODUCT BULLETIN

Product(s):	NAD Eagle Monitor
Bulletin Number:	44
Release Date:	May 1, 1995
Pages:	3

Subject: Narkomed 4 Cardiovascular Monitoring Package

Product Description

The NAD Eagle is a multi-function pre-configured patient monitor. It is exclusively manufactured for North American Drager by Marquette Electronics, Inc., a world leader in patient monitoring technology. The NAD Eagle is designed to complement the monitoring functions of the Narkomed 4 Anesthesia Workstation. This monitor is not available from Marquette Electronics and is only available as part of a Narkomed 4 package purchase or an after-market upgrade (refer to the NAD 1995 Price List).

The NAD Eagle adds these major functions to the Narkomed 4 workstation:

- Multi-lead ECG and ST segment analysis
- Display up to 4 ECG leads simultaneously
- 2 Invasive blood pressure (IBP) monitoring channels
- 2 Temperature monitoring channels
- Thermodilution (td) Cardiac output with hemodynamic calculations
- Respiration monitoring (trans-thoracic impedance)
- A dedicated flat screen for cardiovascular monitoring

The NAD Eagle monitoring upgrade includes:

Description	NAD part no.
NAD Eagle package (includes items below)	4113300
NAD Eagle Monitor	4113258
NM4 Eagle mounting assembly kit	4113270
Startup accessory kit (listed in 1995 pricebook)	4113271
NM4 Eagle Installation Guide	4113272

Narkomed warranty coverag with a package purchas e
One year parts and labor warranty whe purchased as an after-market upgrade

NAD Eagle Options

Description	NAD part No.
Strip Chart Recorder (requires cable below)	4113268
Recorder Cable (4 ft)	4113268
chart paper (1 roll)	4110335

Pricing

Refer to the 1995 Price List for Narkomed 4 / Eagle package pricing and the after-market NAD Eagle monitoring upgrade (NAD part no. 4113300).

Target Markets

The NM4/NAD Eagle combination provides all of the monitoring functions for most lower acuity and general surgery environments. A general guideline is to promote the NAD Eagle in Narkomed 4 equipped operating rooms that do not require the availability of more than 2 invasive pressure channels. The NM4/NAD Eagle package is also well suited for surgi-centers and outpatient surgical clinics. The monitor's multi-lead ECG and ST segment analysis provides a strong assessment tool for monitoring surgical patients with a cardiac history. Additionally, impedance respiration analysis can be used to monitor patient breathing during cases where anesthesia does not require the use of mechanical ventilation.

Data Presentation & Integration

The NAD Eagle provides an additional information display to the Narkomed 4. Instead of adding more data to existing display screens, the NAD Eagle provides a separate cardiovascular display for ECG, ST, 2-IBP, temp, and tdCO. The monitor transmits heart rate, and invasive pressure data to the Narkomed 4 centralized display. Those NM4/NAD Eagle workstations equipped with an O.R. Data Manager will benefit by also capturing body temperature, pulmonary artery wedge pressure (PAWP) , and thermodilution cardiac output values (tdCO) in the electronic anesthesia record. The Narkomed 4 requires software version 1.22 or higher for communication with the NAD Eagle.

Product Availability

Anticipate August delivery for NAD Eagle orders placed in May.

NAD Eagle Product Marketing Support

The primary contact person for marketing information and assistance is Mike Alterman, at (800) 462-7566 x2322.

Service and Technical Support
The NAD Eagle is covered under the Narkomed warranty when purchased as a package. The after market upgrade warranty on the NAD Eagle covers all parts and labor for one year from the date of delivery. The time-to-repair may depend upon regional representation. Check with your service department for more information.

The Following Items are scheduled to be available on July 1.

- The installation guide from the Technical Service Department.
- Testing guidelines for field representatives.
- A proposed schedule for training of in-house technicians and Field Service
- Representatives

Pricing information for after-warranty repairs are scheduled to be available on August 1. The primary contact person is Ron Greco. He can be reached at (800) 543-5047.

Field Sales Support
Individual NAD sales efforts that include the NAD Eagle may be enhanced by working cooperatively with the local Marquette Electronics representative. Call the NAD sales department to inquire about contact information for your local Marquette Electronics representative. Marquette has provided an incentive for their sales representatives to work with you.

Literature Availability
A new color product brochure which includes the NAD Eagle is scheduled for early July availability.

Product & Sales Training
More information on product and sales training will be forthcoming.

Good Selling !